

ASGHAR MIRZA



PERSONAL PROFILE

A methodical engineering & detail-oriented professional with 4 years of experience and a proven knowledge of product design, research & development, Business Development, Sales and value engineering.

WORK EXPERIENCE

ASSISTANT MANAGER - SALES

Godrej & Boyce Mfg. Co. Ltd. (Bangalore, INDIA) | Jan 2023 - Present

- Leads furniture sales to corporate offices and educational institutions.
- Manages key accounts, including Azim Premji Foundation, GITAM University, Dell, GSK, Haleon, and Broadridge.
- Fostered strong relationships, resulting in a 25% increase in repeat business and referrals.
- Maintained a 95% client satisfaction rate by addressing issues promptly.
- Identified and pursued new business opportunities, achieving a 10% expansion of the client portfolio within six months.
- Conducted market research, providing valuable insights for strategic planning.
- Expanded the client base with prestigious additions like Schneider Electric and Prashanti Balamandira Trust.

MARCH 2022 - JANUARY 2023

- Returned to the Middle East for job search
- Difficulty securing suitable position led to return to India
- Used setback period for skill refinement and further education
- Pursued postgraduate degree in Business Administration (MBA)
- Prepared rigorously for GMAT and IELTS exams
- Achieved GMAT score of 540 and IELTS score of 8.5
- Prepared to apply for MBA programs
- Received unexpected job offer from Godrej & Boyce
- Offer aligned with career aspirations and allowed application of skills

FACTORY MANAGER

Utech Fasten Pvt. Ltd. (Gujarat, INDIA) | Sep 2021 - Mar 2022

- Lead all associates in production operations with a focus on optimal productivity and high standards of quality.
- Worked in various parts of the factory performing a range of duties to produce the product efficiently and effectively.

JULY 2021 - SEPTEMBER 2022

- Faced personal challenge as mother battled cancer.
- Resigned from GIBCA position to support family in India.
- Mother passed away; focused on family support and grieving.
- Resumed professional pursuits, seeking local opportunities.
- Obtained temporary role as Factory Manager at Utech Fasten Ltd.
- Gained experience in operations, leadership, and decision-making.
- Maintained commitment to personal and professional growth.

CONTACT

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EXPERTISE

- Technical consulting
- Proposal Development
- Analytical skills
- Teamwork
- Verbal and written communication
- Detail-oriented
- Googling

SOFTWARE KNOWLEDGE

- AutoCAD
- CATIA
- SolidWorks
- Python
- Microsoft Office

PERSONAL SKILLS

- Responsible
- Pro-active
- Self-initiative
- Flexible
- Adapts to changing priorities
- Thrives in challenging environment.

- Quick learner
- Highly committed

PROJECTS

- Thermoelectric mobile phone charger using a Peltier Module
- Analysis of a Four Channel Heat Exchanger

EDUCATION

BACHELOR OF ENGINEERING – MECHANICAL ENGINEERING

BMS College of Engineering (BMSCE) | 2014 - 2018

HIGH SCHOOL - 12TH

Indian School Muscat, OMAN (CBSE) | 2014

BUSINESS DEVELOPMENT ENGINEER

GIBCA Furniture Industry L.L.C. (UAE) | Jan 2020 -Jul 2021

- Worked with products from Hufcor Inc., CROWN Doors , Gibca , Fundermax.
- Worked alongside with architects, designers, and contractors in designing and specifying custom space management solutions based on project requirements.
- Supported marketing and sales teams by conducting field activities like product promotions, client meetings, webinars, and creating roadmaps for more business relations.

MAY 2018 - JANUARY 2021

- Preparation for higher studies in Germany.
- Focus on GRE preparation and learning German.
- Successfully completed GRE test with a total score of 314.
- Obtained German A2 level certificate.
- Mother's accident and fractured leg led to unforeseen circumstances.
- Prioritized family responsibilities over further education.
- Redirected efforts towards securing employment opportunities.
- Aimed to support family while staying close to home.

PROJECTS

GITAM MURTI LAB

Godrej & Boyce Mfg. Co. Ltd. (Bangalore, INDIA) | Jan 2023 - Present

Project Title: MURTI Lab

Overview:

- Led management for establishing GITAM University's MURTI Labs in Bangalore.

Accomplishments:

1. Client Engagement and Analysis:
 - Aligned project with client's vision through comprehensive meetings.
 - Gathered specific requirements from end-user teams for each laboratory.
2. Design Coordination and Development:
 - Guided multiple design iterations to meet stakeholder approval.
 - Ensured alignment with user expectations and project objectives.
3. Negotiation and Order Processing:
 - Efficiently finalized pricing agreements with university's commercial department.
 - Expedited order processing for prompt material procurement.
4. Delivery and Installation Oversight:
 - Monitored progress and addressed delays to maintain transparency with client.
 - Ensured seamless delivery and installation processes, adhering to quality standards.
5. Client Satisfaction and Closure:
 - Successfully completed installation, meeting project objectives and exceeding client expectations.
 - Established lasting partnership with GITAM University.

Key Skills Demonstrated:

- Project Management
- Client Engagement
- Requirement Analysis
- Design Coordination
- Negotiation
- Stakeholder Coordination